

U.S. Small Business Administration



Your Small Business Resource

Getting Started

The SBA Advantage for YOUR Small Business



www.sba.gov/ma



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

We are the U.S. Small Business Administration



SBA History:

- Part of the Federal Government
- Created by Congress in 1953

Our Mission:

To aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation; We help Americans start, build & grow businesses, through a network of field offices and partnerships with public and private organizations



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

I am from the Government and I'm here to help YOU!



Info on the
many small
business
resources
available in
MA.



Plus info on
SBA's
programs
and services.



U.S. Small Business Administration

www.sba.gov

Your Small Business Resource

FY 2014 SBA Approvals

USA - 54,106 Loans = \$23.1 billion

- ❖ 46,398 (7a) = \$17.9 billion
- ❖ 7,708 (504s) = \$5.2 billion



Massachusetts – 2,542 Total Loans

- ❖ 1,525 (7a) = \$295 million
In participation with 127 lenders
- ❖ 215 (504s) = \$152 million
In participation with 9 lenders
- ❖ 71 micro loans = \$1.6 million
In participation with 8 microlenders



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

MA SBA continues to be one of the most productive SBA offices in the US!*

5 in 504 SBA approvals

2 in overall SBA approvals

| | |
|-------------------------------|--------|
| Grand Total | 43,642 |
| LOS ANGELES DISTRICT OFFICE | 2,072 |
| MASSACHUSETTS DISTRICT OFFICE | 1,742 |
| MICHIGAN DISTRICT OFFICE | 1,737 |

| | |
|-------------------------------|-------|
| Grand Total | 3,856 |
| LOS ANGELES DISTRICT OFFICE | 241 |
| ILLINOIS DISTRICT OFFICE | 204 |
| SOUTH FLORIDA DISTRICT OFFICE | 187 |
| SAN FRANCISCO DISTRICT OFFICE | 174 |
| MASSACHUSETTS DISTRICT OFFICE | 171 |

3 in 7(a) approvals

| | |
|-------------------------------|--------|
| Grand Total | 39,786 |
| LOS ANGELES DISTRICT OFFICE | 1,831 |
| MICHIGAN DISTRICT OFFICE | 1,617 |
| MASSACHUSETTS DISTRICT OFFICE | 1,571 |

1 in low \$ approvals (under \$50,000)

| | |
|-------------------------------|--------|
| Grand Total | 14,252 |
| MASSACHUSETTS DISTRICT OFFICE | 934 |
| CLEVELAND DISTRICT OFFICE | 696 |

2 under \$150,000 and underserved

| | |
|-------------------------------|--------|
| Grand Total | 13,550 |
| LOS ANGELES DISTRICT OFFICE | 653 |
| MASSACHUSETTS DISTRICT OFFICE | 646 |



U.S. Small Business Administration

www.sba.gov

AS of 6/5/15

Did you know?

These Companies Got Started with SBA Help!



YANKEE CANDLE



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

BLOG POST:

TOP TIPS FOR ENTREPRENEURS

LEARN MORE ▶

Trending on SBA.Gov:

[Learn About Health Care Changes](#)[Do I Qualify For Government Contracts?](#)[Find Loans & Grants](#)[Disaster Assistance Loans / Apply for a Loan](#)

Need a Small Business Loan?

SBA LINC TOOL

Connecting Small Business Borrowers with
SBA Approved Small Business Lenders

Featured Blogs

[VIEW MORE BLOGS ▶](#)

The Wheels of Urban Innovation Are Turning in The Bronx

by Javier Saade on June 15, 2015 0 comments

It was awesome to have participated in the first ever Bronx Tech Summit presented by Borough President Ruben Diaz Jr at CUNY's Hostos Community College. The conversations and panels were wide ranging and about 100 technologists,...

[Read More...](#)

SBIR Pulse - 2015 National Conference Special Edition - Enhancing Innovation Ecosystems Panel Session

by Javier Saade on June 11, 2015 0 comments

The 2015 SBIR/STTR National Conference is just around the corner – June 15 to 17 at the Gaylord Conference Center just outside of Washington, DC. Don't miss the opportunity to interact with government SBIR/STTR program managers and staff...

[Read More...](#)

Tips for Building an LGBT-Inclusive Workplace

by mbramble on June 11, 2015 1 comments

Every June, we celebrate LGBT Pride month. As a small business owner, you can show your support by implementing these best practices for an LGBT-inclusive work environment. Creating a safe space for LGBT employees and customers can make your

The SBA Administrator

MARIA CONTRERAS-SWEET

Maria Contreras-Sweet is a member of the President's cabinet and a champion of diversity, access to capital and equal opportunity for all Americans.

[READ MORE ▶](#)



SBA Tools

[VIEW MORE TOOLS ▶](#)



Get
Training



Get Local
Assistance




SBA.gov/ma

Massachusetts District Office

10 Causeway Street Room 265
Boston, MA 02222
Phone: 617-585-5590
See map: [Google Maps](#)

About Us

District Director: Robert H. Nelson
Office Directory 

[Other offices](#) >>

We Are Changing the Way the World Negotiates and Solves Differences



CMI International Group is an international consulting company in Cambridge, Massachusetts that specializes in distinct service categories: relationship management, coaching, conflict resolutions,....

[READ MORE](#)

Press Releases



- [SBA Massachusetts Kicks Off National Small Business...](#)
- [Governor Baker to help Honor Massachusetts SBA's...](#)
- [APRIL 30, 2015
Yarmouth Port-based Cape & Plymouth Business...](#)

[GET MORE PRESS RELEASES](#)

Get Email Updates



- [JUNE 08, 2015
Maria Contreras-Sweet to Kick Off Summer of Encore Mentoring!](#)
....
- [JUNE 01, 2015
Webinar: Winter Weather Recovery Information for Massachusetts Small](#)
....
- [MAY 27, 2015
Education Calendar | June 2015](#)
....

[READ MORE](#)

[GET EMAIL UPDATES](#)

Find Events and Workshops in Your Area

| JUNE 2015 | | | | | | |
|-----------|----|----|----|----|----|----|
| Su | Mo | Tu | We | Th | Fr | Sa |
| | 1 | 2 | 3 | 4 | 5 | 6 |
| 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 14 | 15 | 16 | 17 | 18 | 19 | 20 |
| 21 | 22 | 23 | 24 | 25 | 26 | 27 |
| 28 | 29 | 30 | | | | |

[CLICK HERE FOR LOCAL EVENTS](#)

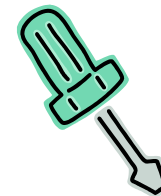
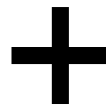
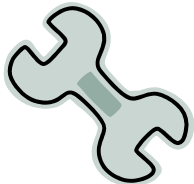
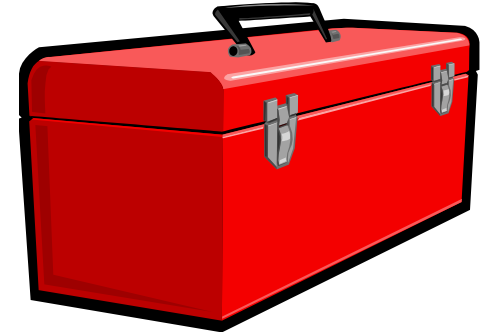
SBA's Toolbox Includes:

3 C's

Counseling → **Business Education & Training**

Capital → **Access to Financing**

Contracting → **Selling to the U.S. Government**



Advocacy and Disaster Assistance



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

Small Business Training Network

- ❑ Training any time & any where with computer and Internet access
- ❑ Internet-based training site provides:
 - Free online courses and workshops
 - Learning tools
 - Direct access to electronic counseling and other forms of technical assistance



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

<http://www.sba.gov/sba-learning-center>

Counseling

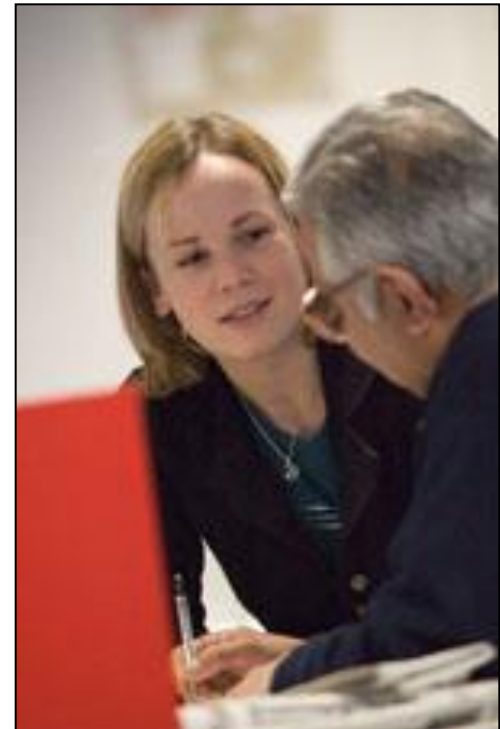


SCORE: www.score.org

SCORE volunteers are statewide in 6 chapters

Experienced Volunteers Offering:

- Expert business counseling
- Marketing advice
- Business plan preparation
- Loan application assistance
- Online or in person counseling
- **FREE AND CONFIDENTIAL**



Contact SCORE:

Boston.....617-565-5591

www.boston.score.org

Cape Cod 508-775-4884

www.capecod.score.org

Northeastern MA .. .978-927-2282

www.scorenemass.org

Southeastern MA....508-587-2673

www.sema.score.org

Western MA413-785-0314

www.westernmassachusetts.score.org

Worcester 508-753-2929

www.worcester.score.org



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

Massachusetts Small Business Development Centers

MSBDC: www.msbdc.org

Advisors across the state in 6 regional centers

- ✓ Free and Confidential
- ✓ Business plan and loan application assistance
- ✓ Combines resources of SBA, local government, private sector and academia
- ✓ Export and government contracting assistance.
- ✓ Typically located at colleges and universities: U-Mass Amherst and Boston, Salem State and Clark University

Contact the MSBDC:

Boston 617-287-7750
Pittsfield 413-499-0933
Worcester 508-793-7615
Salem 978-542-6343
Fall River 508-673-9783
Springfield 413-737-6712

Contracting 413-545-6307



Massachusetts Export Center

Boston 617-973-8664
Holyoke 413-552-2316
apieroway@hcc.edu
www.mass.gov/export



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

The Center for Women & Enterprise

CWE: www.cweonline.org



Centers in Boston and Worcester provide:

- Classes on how to write a business plan
- Support in launching your business
- Opportunities for networking with other business owners
- 2-hour topic-specific workshops
- One-on-one legal and business consulting
- Classes to support you in your job search



Boston: (617) 536-0700

Worcester: (508) 363-2300

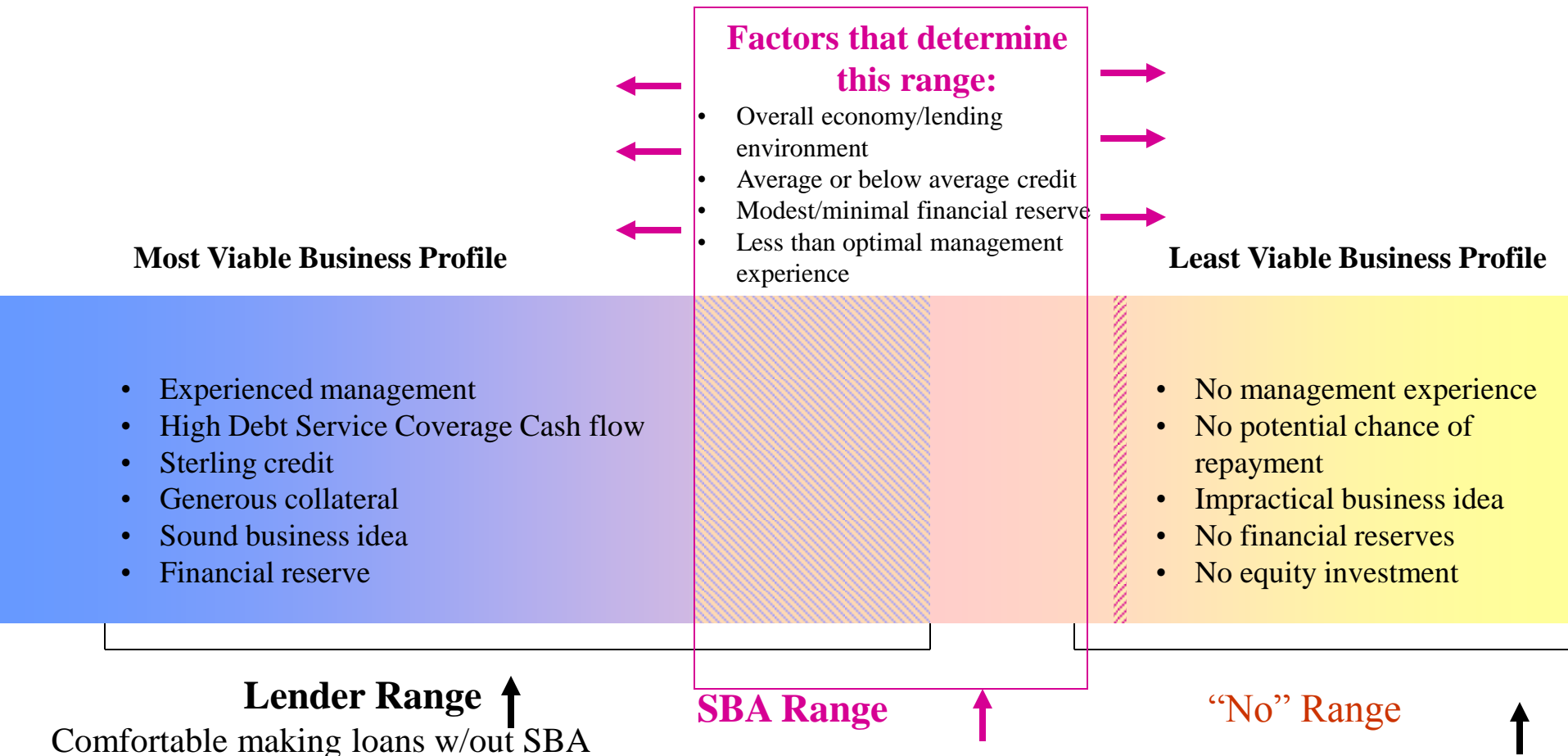


U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

Advantage of SBA's Guaranty



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

Why Do Lenders Use the SBA Guaranty?

- Longer maturities are needed
- Collateral may be inadequate to meet normal underwriting
- Start-up or certain types of businesses
- Business leverage
- Lender's legal or policy limit
- **Minimize risk**

Think Like a Lender!

Terms:

Flexible Maturities:

- Up to 10 years for working capital
- Up to 25 years for fixed assets

Interest Rates:

- Negotiated between borrower and lender
- Typically, can not exceed Prime plus 2.75%



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

Financing Your Business

What Banks Look For:

- Owners and operators w/ good credit & character
- Feasible business plan – Does it make sense and is it sufficiently thorough?
- Management expertise and commitment necessary for success
- Sufficient funds, including SBA guaranteed loan, to operate the business on a sound financial basis; Borrower's stake in the business = YOUR \$\$
- Sufficient collateral – does it provide sufficient protection to the lender?
- **Repay the loan with proceeds from the business**

To be eligible for an SBA Loan, Businesses *must*:

- *Be operated* for profit
- Not exceed SBA size standards
- Not engage in lending, real-estate development, investments or speculation



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

7a Guaranteed Loan

Made by private lenders, with SBA guarantee.

*SBA helps the bank get to the **YES** decision.*

Maximum loan size \$5 million

- 85% guaranty on loans below \$150,000.
- 75% guaranty on loans above \$150,000.



7(a) loans may be used to:

- Purchase machinery, equipment, fixtures, buildings, land;
- Finance receivables and augment working capital;
- Refinance existing debt (with compelling reason);
- Finance seasonal lines of credit; and/or
- Expand, renovate facilities;
- Construct commercial buildings.



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

SBA*Express*:

- 79% of SBA guaranteed loans in Massachusetts are being made under express
- Term loans or revolving lines of credit, up to \$350,000.
- SBA guarantee of 50%
- User friendly program for bank and borrower
- Uses lender's forms, processes and procedures, not the SBA's, which expedites loan approval and process.



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

SALE!

SBA Fee waivers from thru 9/30/15

- All SBA 7(a) Loans of \$150,000 or less have:
 - NO Guaranty fee
 - NO on-going servicing fee for the lender
- Loans above \$150,000:
 - on-going servicing reduced to @.519 basis points
- ALL SBA Express loans to VETERANS
 - No guaranty fee up to \$350,000, servicing fees from lenders due when loan over \$150,000
- **Fee Savings for FY 14 –**
 - **US – over \$20 million**
 - **MA – over \$1 million**
 - **RI - over \$243 thousand**
 - **NH – over \$196 thousand**

SBA Micro-Loans

Direct loans up to \$50,000

- ❖ Interest rate of 6 -13% fixed & up to 6 years to repay
- ❖ Typically borrower has been turned down by “conventional” lender
- ❖ Often includes technical assistance

- ❖ Funds can be used for:
 - Working Capital
 - Inventory
 - Machinery & equipment
 - Furniture & fixtures
 - Refinancing of business credit card debt



LINC

(Leveraging Information & Networks to access Capital)

What is it?

- ▶ An online referral tool
- ▶ Prospective borrowers complete a simple, online questionnaire on www.sba.gov

Who is Participating?

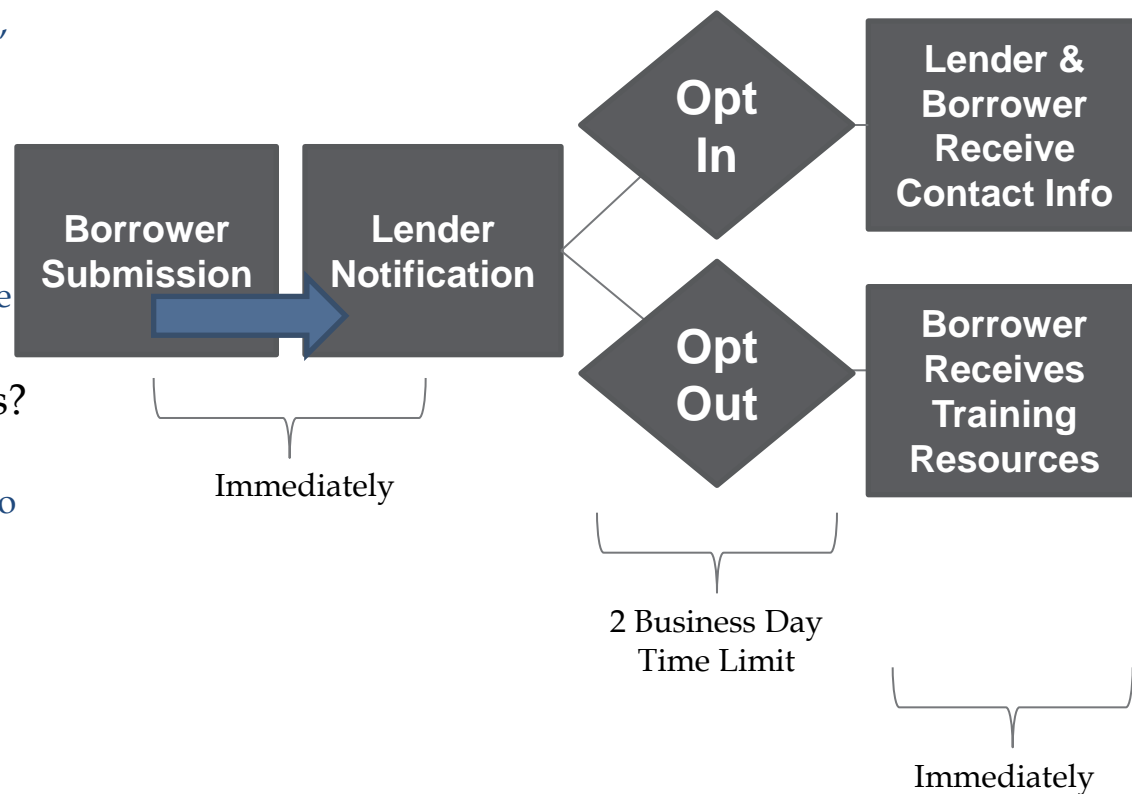
- ▶ 300 + SBA Lenders
- ▶ Represent all 50 states, DC, & PR
- ▶ Account for more than 80% of loans made in SBA's mission programs

What are the parameters for referrals?

- ▶ *Currently* - Borrower's county only – Referrals are forwarded simultaneously to all of the LINC Lenders operating within the borrower's county

Frequently Asked Questions?

- ▶ <https://www.sba.gov/tools/linc>



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

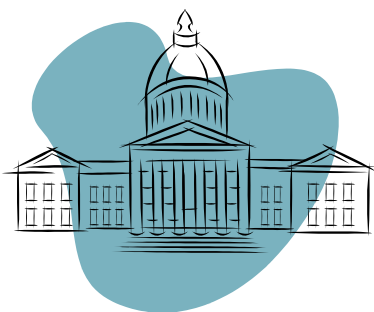
Government Contracting

FACT: The U.S. Government is one of the largest buyers of goods and services in the world, over \$500 Billion!



The Goal → 23% of U.S. Government \$\$ to small businesses!

AND



- 5% to Women-Owned Businesses
- 5% to Small Disadvantaged Businesses
- 3% to HUBZone Businesses
- 3% to Service Disabled Veteran-Owned Businesses



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

-
- Anne Hunt
 - Deputy District Director
 - 617 565 5577
 - Anne.Hunt@sba.gov

